

An applicant for barter community Step 1 membership applies for member ship giving the following information: 1. Type of product or service offered in trade 2. Percent of the barter offered which is cash (and the remaining percent which is product or service) Step 2 The barter manager assigns scores to the above variables The barter manager mathematically manipulates the scores depending on the needs Step 3 of the barter community and determines a (Optional) barter credit score Credit is extended to the applicant for Step 4 membership based on the barter credit score

Figure 1



Step 1

A merchant applies for membership in a barter community giving the following information:

A. The type of product or service offered

B. Percent of the barter offered which is cash (and the remaining percent which is product

Step 2

The barter manager assigns scores based on the above variables

Step 3 (optional)

Any or all of the following variables are given by the applicant and are assigned scores by the barter manager

- A. Total number of products or services listed (listings)
- B. Total value of the listings
- C. Average ticket price of the listings
- D. Estimated monthly sales of products or services
- E. Sales price of producers or services*
- F. Number of years applicant has been in business
 *as a percent of the lowest published price on the Internet
 for the same product

Step 4

The barter manager mathematically manipulates all of the assigned scores as necessary, depending on the needs of the barter community and determines a barter credit score

Figure 2

The barter manager extends credit to the applicant for membership based on the barter credit score